



Marco Vargas Jr.

Principal - Real Estate Services
Project Management
Right-of-Way Acquisition
Business and Residential Relocation
Property Management

Education

University of Washington, B.A.
in Social Science, Focus on
Law, Politics, and the Economy

IRWA Education

Residential Relocation
Non-Residential Relocation
Acquisition

Professional Registrations

WA/RE Principal Broker
OR/RE Principal Broker
TX/RE Principal Broker
GA/RE Principal Broker
MBE/WA – M5M0024188
DBE/WA – D5M0024188
DBE/MBE/OR - 12857
DBE/TX
DBE/GA – 17230
OR Notary
WA Notary
WSDOT Certified Relocation /
Acquisition

Professional Affiliations

IRWA
NWMLS

Right of Way - Relocation

15+- Years

Right of Way - Acquisition

9+ Years

Traditional Residential Acquisition

15+ Years

Real Estate Tenure

16 Years

Bilingual Language

Fluent in Spanish

Compliance Experience

49 CFR 24 URA Act of 1970
WSDOT LAG M36-63 Chapter
25 SMC 20.84–Relocation
Assistance, USDOT FHWA FR
1-4-2005

Professional Experience:

Marco is a principal at Marco Vargas & Associates (MVA) and provides Acquisition and Relocation Real Estate Services as a Right-of-Way Consultant to both public and private agencies in accordance with the Uniform Relocation Assistance and Real Property Acquisition Policies Act. Prior to being a Right-of-Way Consultant, Marco represented other real estate service firms in an agent capacity doing Acquisition, Relocation and Property Management. Marco has experience in traditional residential real estate and technology based real estate brokerages, providing negotiations, coordination management, and leadership towards successful closing of residential real estate transactions while maintaining surveyed quality customer service. Marco is a graduate of the University of Washington with a B.A. in Social Science focusing on law, politics, and the economy. Marco speaks fluent Spanish and provides translation services as part of the consultant services offering.

Current Project Experience:

ODOT- I-5 Rose Quarter Acquisition and Relocation.

MVA is a subcontractor for HDR Oregon real estate services providing Acquisition, Relocation, Project Management, for ODOT's I-5 Rose Quarter project located in Portland, Oregon.

ODOT – ADA Compliance Project.

MVA is a subcontractor for HDR Oregon real estate services providing Project Management, Acquisition, Relocation, Translation and Right of Entry services for the ODOT ADA Compliance project. ODOT's ADA project is statewide and MVA is primarily tasked with Project Management in acquiring Fee Acquisitions, Rights of Entry access, Permanent Easements, Temporary construction easements and Personal Property Relocations. Details of acquisition tasks consist of review of acquisition appraisals and title reports prior to preparation of offer packages. Presentation of approved offer packets. Preparation of administrative settlements for approved negotiations and condemnation packages if necessary.

Sound Transit– South Link, East Link, Lynnwood Link, Federal Way Link Light Rail Extensions

MVA is a subcontractor for the HDR WA real estate services contract and provides Acquisition, Relocation, Project Management, Translation services, Right of Entry services and assists in property management implementation for the Sound Transit Light Rail Link along several segments in the surrounding Seattle area. Marco has performed in the capacity of a Senior Relocation Agent and Acquisition Manager as a sub consultant for the HDR contract on the Sound Transit Federal Way Project. Marco played a key role in developing and managing the processes for residential and business relocation for this large-scale project. Marco implemented methods and made recommendations to the client for the best process in residential relocation. Marco also assisted the co-manager in Business Relocation in implementing the approval process for Sound Transit in accordance with the Uniform Relocation Assistance and Real Property Acquisition Policies Act to complete the project.



City of Seattle, Seattle Public Utilities- Assemblage Project

MVA holds a direct contract with Seattle Public Utilities for relocation and property management services. MVA is responsible for managing the relocation process, preparing the relocation plan, and conducting relocation services of displacement for the utility. Marco assists team members in the preparation of claims of the identified displaced persons, provides leadership and verification that SMC 20.84 regulations are applied and followed for each identified displacement, and works with the MVA team on recommendations to the utility for the best course of action in relocating the identified displacements, while providing advisory services to the displaced persons. MVA also carries out property management services for parcels that are vacated, makes recommendations for security, parcel clean up, necessary lease agreements. Collect property information to provide a report of each building. MVA conducts and verifies weekly site visit reports.

City of Covington Parks and Recreation – Relocation.

MVA is tasked with assisting in the relocation of forty-six personal property-only storage spaces and one non-residential occupant. Marco manages the MVA team and provides leadership for a successful outcome.

King County Dept of Natural Resources and Parks – Relocation.

MVA direct contract with King County to assist in the relocation of a road paving and DOT contractor using 49 CFR part 24, the Revised Code of Washington, RCW 8.26 and the implementing regulations of the Washington Administrative Code, WAC 468-100. Marco is managing the implemented relocation assistance to the displaced business.

City of Seattle - Seattle Public Utilities – Taylor Creek Project.

An MVA direct contract with Seattle Public Utilities to assist in property management services for tenants currently going through the project related displacement process.

City of Seattle – Seattle Public Utilities – CenterPoint Property Project.

An MVA direct contract with Seattle Public Utilities to assist in the relocation of four businesses using chapter 20.84 of the Seattle Municipal Code. MVA provides real estate services focused on relocation assistance for the displaced businesses. MVA also provides Property Management for the building throughout the relocation process.

City of Seattle – Seattle Parks & Recreation – Greenwood –Phinney RUV Project.

An MVA direct contract with Seattle Parks & Recreation to assist in the relocation of two businesses using chapter 20.84 of the Seattle Municipal Code. MVA provides relocation assistance and advisory services for the displaced businesses.

Spokane County - Bigelow Gulch Project.

MVA was a subcontractor for an HDR contract to provide real estate services. Marco was authorized and approved by the Washington State Department of Transportation to provide relocation assistance and advisory services to residential parcel owners. For this project, Spokane County, WSDOT, and the Federal Highway Administration shared project oversight for the completion of a successful residential relocation.

City of Pasco - Lewis Street Overpass Project.

MVA was a subcontractor for an HDR contract to provide real estate services. Marco provided relocation assistance and advisory services for multiple displaced businesses. He also provided property management services by coordinating the transfer of acquired properties to the acquiring agency. The real estate services provided to displaced businesses were offered in both English and Spanish. This work was completed in accordance with the Uniform Relocation Assistance and Real Property Acquisition Policies Act.

Prior Project Experience:

Bonneville Power Administration – I-5 Project.

As part of an HDR contract to provide real estate services for the proposed I-5 corridor transmission line project, Marco provided leadership as a team lead negotiation agent. Marco provided easement negotiations and reported detailed information to BPA for project timelines.



WSDOT - Alaskan Way Viaduct Replacement Tunnel Project

As part of an HDR contract to provide acquisition and right of entry services for the proposed underground tunnel highway along the central downtown Seattle waterfront, Marco negotiated right of entry access on the necessary parcels that are within the project pathway.

Yakima County Public Services

As part of an HDR contract to provide real estate services, Marco provided relocation assistance and advisory services for a displaced residence.

Union Pacific Railroad

UPRR maintains and operates a nationwide rail system. As part of an HDR contract to provide real estate services, Marco assisted UPRR in multiple tasks and projects, as well as high profile projects that involved Federal Assistance Programs. The HDR contract included tasks such as: Landowner Research, Land Title Curative, Project Management, Property Acquisition, and Utility Relocation Coordination.

BNSF Railroad

BNSF maintains and operates a nationwide rail system. As part of an HDR contract to provide real estate services, Marco assisted BNSF in multiple tasks and projects, as well as high profile projects that involved Federal Assistance Programs. The HDR contract included tasks such as: Landowner Research, Land Title Curative, Project Management, Property Acquisition, and Utility Relocation Coordination.

Lone Star Transmission – CREZ Project

As part of an HDR TX contract to provide Real Estate services for a 300-mile corridor within Texas, Marco provided easement acquisition services for project selected parcels. This project needed to acquire the easement segments necessary to construct the Complete Renewable Energy Zone (CREZ) high-voltage electric transmission facilities. For this project, Lone Star Transmission integrated a management team comprised of individuals from additional sub consultants, including HDR, to lead the project through new and innovative project management approaches to complete the project within budget on an accelerated schedule.

WSDOT SR 99 - Alaskan Way Viaduct and Seawall Replacement Project

As part of an HDR WA contract to provide acquisition and relocation services for this major highway and seawall replacement project along the central downtown Seattle waterfront, Marco provided relocation assistance and advisory services for displaced businesses. This acquisition of properties was needed to either construct a tunnel or a new elevated structure that is intended to replace the existing earthquake-damaged SR 99 Viaduct. Marco also provided property management services to transfer the vacant acquired parcels to WSDOT. For this project, the state, City of Seattle, and the Federal Highway Administration shared responsibility. They created an integrated management team comprised of individuals from all three agencies and private consultants, including HDR, to lead the project through new and innovative project management approaches to complete the project within budget on an accelerated schedule.

City of Renton KPG – Rainier Avenue

As part of an HDR contract, to provide real estate services, Marco provided relocation assistance and advisory services for displaced businesses. He also provided property management services by coordinating the transfer of acquired properties to the acquiring agency. All real estate services were provided in both English and Spanish.

Seattle Public Utilities - South Station Expansion, Riverside and Wastewater Site

As part of an HDR WA contract to provide real estate services, Marco provided relocation assistance and advisory services for displaced businesses. He also provided property management services by coordinating the transfer of acquired properties to the acquiring agency. SMC 20.84 was used.



Seattle Public Utilities - Midvale Relocation Project

As part of an HDR WA contract to provide real estate services, Marco provided relocation assistance and advisory services for the displaced businesses. SMC 20.84 was used.

King County - Cedar Grove Residential Relocation Project

As part of an HDR WA contract to provide real estate services, Marco was the primary agent responsible for acquiring over 40 residential mobile homes, relocating the occupants, and coordinating the transfer of the acquired homes to King County for further actions. Due to the diversity of the residents affected, Marco's bilingual skills were essential in successfully completing this project ahead of schedule and within budget. All real estate services were provided in both English and Spanish.

Relevant Real Estate Experience:

REDFIN Real Estate. Residential Real Estate Senior Negotiation Agent.

Marco negotiated purchase and sale contracts for REDFIN clients. Marco would conduct property comparable market analysis and negotiate terms of a contract and if necessary, managed hold-over tenancy with temporary leases. Once the offered real estate terms were accepted by a seller, as Mutual Acceptance, then Marco would negotiate inspection results and managed all aspects of the transaction until closing. At the end of the transaction all clients were given a survey to rate their experience, Marco always ranked at the top of the customer service surveys, as well as the top percentage of deals closed in Washington. He consistently negotiated 3-6 deals per month towards successful closings.

REDFIN Real Estate. Real Estate Transaction Coordinator.

Marco monitored and maintained mutually accepted purchase and sale agreements, coordinated and scheduled client inspections, walkthroughs and other pertinent appointments, and guided buyers and sellers towards reaching successful closings. Once each real estate transaction was nearing the transfer of ownership, he would coordinate with listing agents and sellers to obtain keys, as well as work with both buyers and sellers to coordinate any disconnection or transfer of utilities. He maintained approximately 25-35 transactions a month and coordinated the closing of approximately 15-18 transactions a month. Marco had consistent client interaction and worked closely with direct agents on maintaining client satisfaction.

REDFIN Real Estate. Real Estate Field Agent.

Marco responded to potential client incoming inquiries, coordinated and scheduled client appointments, and showed homes to prospective clients with five to eight homes shown in two-hour home tours. He hosted inspections for negotiated transactions in Subject to Inspection status and participated in final walkthroughs before close of transaction.

Century 21 Real Estate. Real Estate Agent.

Marco was a real estate agent for Century 21. He focused on prospect and commission-based sales, real estate comparative market analysis, listing presentations, relationship building and closing deals.